डा० रत्नाकर पाण्डेय: आपकी सेवा में लिखित भेज दिया गया है।

प्रो० मधु दण्डवते: मान्यवर, माननीय सदस्या ने जो सवाल पूछा है उसके दो हिस्से हैं। मैं सरकार की ओर से यह स्पष्टीकरण करना चाहता हूं कि केन्द्र सरकार की जो परियोजना बनी है उसको अलग स्वरूप दे कर उन्होंने उसका मध्य प्रदेश में विस्तार किया है। हम लोगों ने मध्य प्रदेश की सरकार को स्पष्ट बता दिया है कि जो स्कीम हम लोगों ने बनाई है उस हद तक आपका जितना काम होगा उसकी जिम्मेदारी हम लेंगे लेकिन इस स्कीम को एक्सटेंड करने की आपको इजाज़त है। उन्होंने भी इसे मान लिया कि अगर इस स्कीम में हम कोई तबदीली करते हैं, ज्यादा बढ़ावा देते हैं तो उसकी जिम्मेदारी हम अपने संसाधनों के ज़रिये से करेंगे। नम्बर दो, उन्होंने यह कहा है कि जिन्होंने कहीं से भी पैसा लेकर गरीब लोगों ने अपने कर्जे वापिस किये हैं उन लोगों के कर्ज की माफी नहीं हो रही है और जो लोग डिफाल्टर रहे उनकी कर्जा माफी हो रही है। मैं माननीय सदस्या को यह बताना चाहता हूं कि जिनका कर्जा अभी तक बकाया में रहा उनको माफी देने का सवाल है। जिन्होंने संसाधनों को इकट्ठा कर के अपना कर्जा वापिस किया है उनको भी अगर वापिस देने लगे तो अगला चरण यह होगा कि जिन्होंने कर्जा लिया भी नहीं है उनको भी 10 हजार रुपया दे दो, इस प्रकार की मांग आ जाएगी। इसलिए आपने जो जिक्र किया है जिन गरीब लोगों ने कर्जा वापिस नहीं किया वे तो हमारी स्कीम के मुताबिक बराबर कर्जा माफी के लायक हैं और उनका कर्जा माफ किया जाएगा।

श्री अजीत जोगी: जिन्होंने पार्ट पेमेंट भी कर दिया है, दो सौ रुपये का पार्ट पेमेंट किया है, उनके कर्जे की भी माफी नहीं हो रही है।

Performance of Export Houses

*42. SHRI HARVENDRA SINGH HANSPAL: t SARDAR JAGJIT SINGH AURORA: Will the Minister of COMMERCE be pleased to state:

(a) whether Government's attention has been drawn to the news-item captioned 'Poor performance by Export Houses' which appeared in the Hindustan Times of 16th July, 1990;

(b) if so, whether it is a fact that most of the Export Houses are not able to earn sufficient foreign exchange by exporting their products;

(c) whether it is also a fact that the country earns more foreign exchange by exporting the products manufactured by the small industrial units; and

(d) if so, whether Government propose to effed any change in the existing system in order to boost exports and if not, what are the reasons therefor?

THE MINISTER OF COMMERCE AND TOURISM (SHRI ARUN KUMAR NEHRU): (a) yes, Sir.

(b) No, Sir.

(c) Out of the total exports of Rs. 9145 crores made by Export Houses and Trading Houses in 1987-88, the contribution of Small Scale Sector was 43.6%. In 1988-89, out of the total exports by Export Houses and Trading Houses of Rs. 10047 crores, the contribution of Small Scale Sector was 42.7%.

(d) The policies and procedures for export promotion are kept under constant review by the Government and changes are made therein from time to time in the public interest.

श्री हरवेन्द्र सिंह हंसपाल: सभापति महोदय, जो मेरे क्वेश्चन का मेन मुद्दा था उस में मैंने पूछा था कि जो पूअर परफारमेंस बाई दी एक्सपोर्ट हाऊसेज़ है उसके लिए सरकार क्या कर रही है। मंत्री महोदय ने उसको जवाब यह तो दिया कि यह ठीक बात है,, येस सर कहा है और उस तरफ उनका ध्यान है। लेकिन उस पूअर परफारमेंस को ठीक करवाने के लिए आप एक्सपोर्ट हाऊसेज़ या ट्रेडिंग हाऊसेज़ में क्या करने जा रहे हैं,

t The question was actually asked on the floor of the House by Shri Hanendra Singh Hanspal.

इसका कोई उल्लेख नहीं किया है। मैं मिसाल के तौर पर यह कहना चाहूंगा कि फेडरेशन आफ इण्डियन एक्सपोर्टर्ज़ आर्गेनाइज़ेशन में करीब 1450 मेम्बर्ज़ हैं उस में से 350 मेम्बर्ज़ का ही 70 परसेंट एक्सपोर्ट है लेकिन जो इनसेंटिव और सबसिडी सरकार देती है वह 30 परसेंट वालों को वही 70 परसेंट ले जाते हैं। एक्सपोर्ट 30 परसेंट करते हैं लेकिम वह इनसेंटिव और सबसिडी 70 परसेंट ले जाते हैं जो टोटल सरकार देती है। इसलिए वह एक्सपोर्ट हाऊसेज़ चला रहे हैं। इस एनोमली को ठीक करने के लिए आप क्या कर रहे हैं?

SHRI ARUN KUMAR NEHRU: Sir, firstly the performance by the export houses is not poor by any standards. In fact, it is very satisfactory. This whole press report was based on a report given on corporate trends and it is not a question of picking out a few lines from the report and quoting it. In fact, the report is very complimentary to how trade has been growing over a period of time.

In regard to Member's observation about certain people getting more incentives,. it just is not possible. The whole structure of exports and incentives is based on the system that the more you export, the more incentives you get. There is no question of exporting less and getting more incentives. There is no system in Government of India like that.

The important point to remember is — here I am replying in some detail because I will save the second supplementary — that in 1987-88, on a export of Rs. 15,000 crore, the benefit we gave was Rs. 189 crore. Then exports went up to Rs. 20,000 crore and our benefits went up to Rs. 522 crore. Last year, we had done Rs. 28,000 crore and the benefits to the export houses and trading houses went up to Rs. 800 crore. Now in the policy for 1988-1991 what we had done was we had classified export houses and trading houses on the basis of net foreign exchange earnings and we had put that 2 crore would be limit for export houses and 10 crore for trading houses. In the new policy for 1990-91; in fact the limit has been raised from 2 to 5 crores and from 10 to 20 crores. Basically we are offering an incentive to all export houses and trading houses that as you increase your turn-over, you will get additonal incentives.

For the small scale sector in particular, we are giving double weightage. That means if the small scale sector does 2 crore, for our records we take it as 4 crore. So we are giving double benefit there. There is no question of anyone getting more incentives or there being.a poor performance because trading houses -and export houses contribute nearly 53% of our export turn-over.

श्री हरवेन्द्र सिंह हंसपाल: सभापति महोदय, जो कुछ मंत्री महोदय ने कहा वह ठीक है। लेकिन शायद मैं अपनी बात उनको समझा नहीं सका। मैं यह बिल्कुल नहीं कह रहा कि कोई कम एक्सपोर्ट करके इन्सेंटिव ज्यादा ले जाता है या सबसिडी ज्यादा ले लेता है। ऐसा तो हो नहीं सकता है। सिस्टम ऐसा है कि यह हो नहीं सकता। I agree with the Minister. लेकिन मेरा कहना है कि कुछ एक्सपोर्ट हाउसेज़ सिर्फ चलाये जाते हैं ताकि वे ज्यादा से ज्यादा फारेन एक्सचेंज की बेनीफिट्स उससे ले सकें। सरकार बार बार कहती है कि बैलेंस आफ पेमेंट की हालत बहुत खराब है। I want to link it with it. अगर आप इसको डिटेल में देखें। आपने स्माल स्केल इंडस्ट्रीज की बात कही और आपने यहां फिगर्स भी दीं कि स्माल स्केल इंडस्ट्रीज में 87-88 में 43.6 किया और 88-89 में डिक्लाइन हुआ 42.7 परसेंट। मेरे ख्याल से 89-90 में फर्दर डिक्लाइन हुआ होगा। आपने वह फिगर नहीं दीं। मैं नहीं जानता क्यों नहीं दीं। लेकिन मेरा ख्याल है कि जरूर डिक्लाइन हुआ होगा। आपके प्रोसीजर और सिस्टम इतने कम्बरसम हैं कि स्माल स्केल इंडस्ट्री वाला जिसका टोटल कंट्री की एक्सपोर्ट में 42 या 43 परसेंट हिस्सा है, यह इतना काम नहीं कर सकता है कि एक तरफ स्माल स्केल इंडस्ट्री चलाकर कुछ प्रोड्यूज करे, कोई चीज बनाये, मैनुफैक्चर करें, फिर स्माल स्केल इंडस्ट्री वाले के पास इतने साधन नहीं हैं कि आपके इतने कम्बरसम प्रोसीजर के साथ वह एक्सपोर्ट कर सके क्योंकि एक्सपोर्ट करना अपने आप में एक अलग बात है। इसलिए ये एक्सपोर्ट हाउसेज पनपते हैं।

श्री सभापति: प्रश्न कर लीजिए तो अच्छा है।

श्री हरवेन्द्र सिंह हंसपाल: मैं यही कह रहा हूं कि

इसलिए ये एक्सपोर्ट हाउसेज पनपते हैं और ये इन्सेंटिव्स का अनड्यू एडवांटेज लेते हैं और अनड्यू फारेन एक्सचेंज अर्न करते हैं। जो एडवांटेज है वह सारा ये ले लेते हैं। अगर स्माल स्केल इंडस्ट्री वाला खुद एक्सपोर्ट करे तो वह उतना ही इंसेंटिव लेगा। वह जितना एक्सपोर्ट करेगा सिर्फ उतना ही इंसेंटिव लेगा, एक्सपोर्ट हाउस वाले इंसेंटिव नहीं लेगा और गवर्नमेंट उसे सेव करेगी।

I hope I have made my point clear. If not, then I can do it another way so that I can get the correct answer.

श्री सभापति: प्रश्न कर लें तो अच्छा रहेगा एक्सप्लेन करने के बजाये।

SHRI ARUN KUMAR NEHRU: Sir, the point is very clear. I think you have also got to realise that if there are some export houses which are taking benefit of the incentives given, then incentives are given only when exports go up. We would like more people to come who want to take advantage of it. Government wants exports to go up. Government does not want the exports to go down ..... I have not finished yet. I am on my feet.

As far as small scale sector is concerned, if they can do their own marketing, go all over the world and spend more money, there will be no problem. But if you see the lessons of the recent past, the most successful exporting companies have formed consortiums. Look at the Japanese. There are seven companies whose turnover is more than most companies economies, and why do they do it? Because it is economy of effort. A small-scale manufacturer exporting Rs. 5 lakhs cannot spend Rs. 10 lakhs on marketing. So, this is the whole structure which is made. There is no stopping s small-scale manufacturer to have a cooperative of small-scale manufacturers and have an export house. So, I have anwered in the first instance that if you want exports to go up, you will get sizeable incentives. But if your exports do not go up, where is the question of your getting incentives? — I mean, there is no question of that. The system is very clear.

SHRI HARVENDRA SINGH HANSPAL: Sir, I wanted to know what special incentives he will give to the small-scale industries.

SHRI ARUN KUMAR NEHRU: Sir, the largest incentive which we are giving to the small-scale industry is, if you do an export of Rs. 5 lakhs, we are putting it in our books as Rs. 10 lakhs. There is no bigger incentive. And, as far as simplification of procedure is concerned, there is Question No. 45 and I can read out a long statement to you on how much simplification has been done for the small-scale industry, but let us wait for Question No. 45.

SARDAR JAGJIT SINGH AURORA: Sir, there is a proposal to reorganize the export promotion zones. May we please be told what the scheme is? The second thing is, you have yourself mentioned that you have given Rs. 500 crores or Rs. 800 crores, but there is a statement here in a paper on the 28th July to say that the Government is spending as much as Rs. 2,500 crores per year on incentives for exporters. Would that please be clarified?

SHRI ARUN KUMAR NEHRU: Sir, what we are talking about here is incentives given to export houses and trading houses in terms of additional licences. The exproters also get replenishment licences, and they get a CCS—Cash Compensatory Support. So, an exporter gets various kinds of incentives. Now, the figure you were quoting would include other incentives also. Here we are restricting ourselves to export houses and trading houses. As far as export promotion zones are concerned, there is no such proposal, but what the honourable Member may be referring to is the 100 per cent export zones which we have in eight or nine places in the country. As and when we receive proposals from the States to consider more export zones, we consider them taking into account the financial and economic feasibility.

SHRI SANTOSH BAGRODIA: Sir, according to the statement of the honourable Minister, about 42 per cent of the exports are by the SSI and the balance by the export houses arid trading houses. But it is being noticed that, normally, MRTP houses and large houses are not taking much part in the exports from the country against whatever they are doing in the country. So I would like to know if the Government is planning to take any steps so that it becomes obligatory for large and MRTP houses to export a minimum percentage of their total turnover in the country and, if not, how the Government plans to increase exports at a faster rate than what is going on now. Similarly, I would like to know what is the percentage share of India in the entire international trade and how it compares with other countries like Korea, Pakistan, Malaysia, China, etc. Finally, Sir, because the FERA rules are coming in the way, I want to know whether the honourable Minister would like to move the Finance Ministry to make suitable changes in the FERA so that exports can be increased at a faster rate. Thank you.

SHRI ARUN KUMAR NEHRU: Sir, there are several questions compressed into one. The first thing is, as far as the small-scale sector is concerned, according to information available with us, five per cent of their total production goes into exports. Now, the figures of 42 per cent and 43 per cent which are given here are the percentage of small-scale sector exports from the export houses and trading houses. It is not the total export from the country;- it is a percentage of that export. As far as the larger houses are concerned or any other houses are concerned in the export effort, we don't intend to put anything punitive. The point is, if exports have to go up, you have to provide the right infrastructure, the right facilities, and if your product is good, it is going to sell. Imposing conditions does not help. We also do not intend to provide crutches all the time because the international market is highly competitive arid we have to compete in it.

As far as the larger units are concerned, we have been interacting with them. I have a spate of statistics here which vary between 3 and 5 per cent of the total turn-over, which is not very much out of line with the small scale units. But the point is that with the type of growth we are looking at which is 20 to 30 per cent every year, everything has to expand, and larger houses have to expand. And because they have larger infrastructure, there is a greater responsibility on them. I think, basically in the last two, three years people are finding that they do generate sizeable profits from exports. So, there is no reason to feel that exports will not improve.

As far as India's share is concerned, just giving statistics of 0.6 or 1.2 per cent is not going to mean anything. One has to go really deeper into the subject.

As far as the FERA rules are concerned, we have constant interaction with the Finance Ministry, and wherever necessary we are making suitable modifications.

श्री अश्विनी कुमार: माननीय सभापति महोदय, मंत्री महोदय के उत्तर से यह स्पष्ट हुआ कि जो अपना विदेश व्यापार है उसमें छोटे उद्योगों का एक बड़ा महत्वपूर्ण स्थान है। जो छोटे उद्योग हैं उनके अन्दर पूंजी भी कम लगती है और उनके अन्दर काम भी ज्यादा मिलता है और आज देश की जो सब से बड़ी बेकारी की समस्या है उसको दूर करने में भी ये सहायक हो रहे हैं और बड़े उद्योगों की अपेक्षा ज्यादा सहायक हो रहे हैं। इन सब चीज़ों को देखते हुए पूरे देश के उद्योग बढ़ाने की ज्यादा जो सुविधाएं चाहिए उसको देखते हुए मैं मंत्री महोदय से यह जानना चाहूंगा कि इस स्माल स्केल सैक्टर को और अधिक एक्सपोर्ट के अन्दर इसका अंश बढ़े इसके लिए जो सुविधाएं आप दे रहे हैं उन सुविधाओं को और अधिक कुछ बढ़ाने के बारे में क्या सोच सकते हैं या सोचा है क्या? अगर है तो क्या करना चाहते हैं?

श्री अरुण कुमार नेहरू: सर, स्माल स्केल सैक्टर के विषय में जो सब से बड़ी सुविधा इनको इस वक्त

मिली है वह यह है कि जब हम लोगों ने दो करोड़ से पांच करोड़ करा कर उन्होंने प्रिज़ेंटेशन किया था कि चार करोड़ की लिमिट से नीचे नहीं आए तो वह हम लोगों ने मान लिया था और दूसरी चीज़ क्या है कि इसमें जो भी उनको इंपोर्टेड रा-मैटीरियल एक्सपोर्ट प्रोडक्शन के लिए जो भी उनकी लागत होती है इसके लिए हम लोगों ने एक स्पेशल फैसिलिटी बनाई है, स्माल स्केल इंडस्ट्री में तो आपको पता ही है कि इंडस्ट्री मिनिस्ट्री के अन्दर बहुत सारे इंसेंटिव्ज़ दिए गए हैं, इस वक्त तो जो मुझे लग रहा है कि स्माल स्केल के लिए कोई ऐसी फैसिलिटी नहीं है जो इस वक्त हम नहीं दे रहे हैं और यह भी किया है कि अपने ट्रेड फेयर्ज़ जो होते हैं, ट्रेड डवेलपमेंट अथारिटीज़ होती हैं और जो डेलीगेशंज़ होते हैं उनको भी हम स्पोंसर करते हैं। अभी हम लोग रूस गए थे तो वहां पर मीडियम और स्माल स्केल के लिए हम लोग स्पेशल डेलीगेशंज़ भिजवा रहे हैं। तो यह तो काम होता ही जाएगा। मुझे लग रहा है कि इस साल जो स्माल स्केल का कंट्रीब्यूशन है वह 42-43 परसेंट नहीं होगा 50 फीसदी इतना तो ऊपर आ ही जाएगा।

SHRI RAJNI RANJAN SAHU: I consider the hon. Commerce Minister a man of vision.

श्री सभापतिः आप सवाल कीजिए।

SHRI RAJNI RANJAN SAHU: I am coming to the question.

In the changed scenario, I would like to know from him, because this question is related to small-scale industries, whether he has got any control over the production of the small-scale units and whether he has got any control over the quality of the product because unless the quality is improved there cannot be better export. Thus whether the Commerce Ministry has got any control over the production and over the quality of the small-scale units?

SHRI ARUN KUMAR NEHRU: Sir, under the Commerce Ministry there are many export inspection agencies. All products which are exported, are not inspected. But there are certain subgroups which come there. All important product groups where we realise that quality is of utmost importance, are inspected by Government and by private agencies which we have sanctioned. But the major test, of course, in the whole thing is that if an exporter has to export, the quality of his product has to be good. If he does it substandardly, he will export only once.

Trade with East European Countries

*43. SHRI S.K.T. RAMACHANDRAN: Will the Minister of COMMERCE be pleased to state the steps that are being taken by Government to exploit the changed conditions in Eastern Europe to improve India's external trade?

THE MINISTER OF COMMERCE AND TOURISM (SHRI ARUN KUMAR NEHRU): A Statement is laid on the Table of the House.

Statement

Government is fully alive to the changing scenario in East European Countries and steps are being taken in consultation with Foreign Government authorities concerned to ensure that a new dynamism is imparted to bilateral trade. These steps include among others:

(a) Greater marketing thrust in the changed economic environment including more effective participation in trade, fairs, exhibitions, buyer-seller Meets, etc.

(b) Diversification of structure of trade to exploit new possibilities.

(c) Promotion of direct contacts at the commercial enterprise level.

(d) Greater emphasis on new forms of cooperation.

SHRI S.K.T. RAMACHANDRAN: I expected an intelligent and fatty reply from the hon. Minister. The reply is not only thin, but it is also very vague.

Considering the opportunities provided because of the changed scenario in Eastern Europe, it is high time for us to exploit the situation. I don't want any vague reply. I want to know specifically what steps the Government has taken so far. Has the Government sent any